



# Executive Summary



# Who We Are - What We Do

Ex-Im Bank is an independent agency of the U.S. Government

- Established in 1934
- Headquartered in Washington, DC
- Twelve Regional offices

**Mission:** To create and sustain jobs by increasing U.S. export sales



# No Cost to Taxpayers



\$675 Billion returned to U.S. Treasury in FY 2014 (\$7 billion over last 20 years)



# Ex-Im Bank Supports Small Business!

FY2014

- Authorized over \$5B to support U.S. small businesses.
- Over 3300 small business transactions
- 89% of Ex-Im transactions were for U.S. small businesses

# Support for Minority and Women Owned Business

	<b><u>Total</u></b>	<b><u>Total</u></b>
	<b><u>Transactions</u></b>	<b><u>\$ Authorizations</u></b>
-		
-		
-		
-	<b>FY2011</b>	<b>606</b>
		<b>719,748,632</b>
-	<b>FY2012</b>	<b>685</b>
		<b>838,338,050</b>
-	<b>FY2013</b>	<b>764</b>
		<b>815,559,257</b>
-		
-	<b>FY2014</b>	<b>756</b>
		<b>751,291,702</b>

# Taking the Fear Out of Exporting

- Should I enter that new market?
- When and will I get paid?
- How will I get cash to make the product?
- I made the big sale, but will my buyer be able to obtain financing?





# Our Financing Makes the Difference

- Minimize risk
- Level the playing field
- Supplement commercial financing



# We Support a Variety of Industries

- Manufacturing
- Construction Equipment
- Medical Equipment
- Mining
- Power-generation
- Aircraft and Avionics
- Services
- Renewable Energy
- Agribusiness
- Wholesale/Retail
- Oil & Gas



# Ex-Im Bank Financing Covers the Spectrum

Pre-Export  
Financing

Post-Export  
Financing



**Working Capital Guarantee**  
**Global Credit Express (GCE)**

**Insurance**  
**Guarantees**  
**Direct Loans**

# How Can Export Import Bank Products Assist You?

## NEED

## SOLUTION

Funds to Fulfill Orders Funds for Export Development	Working Capital Guarantee Global Credit Express
Extension of Credit	Receivables Insurance
Buyer Financing	Medium- and Long-Term Insurance & Loan Guarantee

# Global Credit Express (GCE) Pilot Program

- Pilot program for small businesses
- A direct loan from Ex-Im Bank to an exporter for pre-export working capital
- Financing for business of exporting, not just specific export transaction
- Revolving credit line
- Up to \$500,000
- 6 or 12 month term





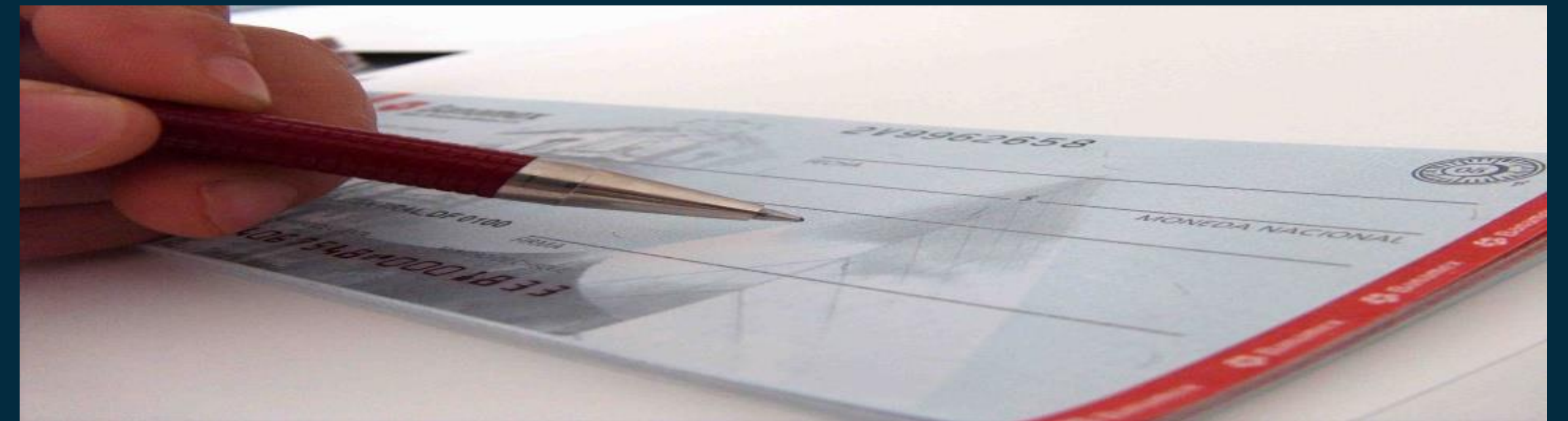
# Working Capital Guarantee

- Funds to pay for raw materials, labor, supplies, etc.
- 90% guarantee to lenders for export-related working capital loans
- Advances are supported by export-related:
  - Inventory up to 75%
  - Receivables up to 90%
- Transaction specific or revolving loans
- Term is generally one year (renewable) and may be up to three years.
- No minimum or maximum amount



# Short-Term, Accounts Receivable Insurance

- **Protects U.S. exporters up to 95% against non-payment by foreign buyers due to:**
  - **Commercial Risks**
  - **Political Risks**
- **Allows exporters to offer competitive credit terms to foreign buyers**
  - **Generally up to 180 days, some 360 day terms**
- **Obtain additional financing**
- **Single-Buyer or Multi-Buyer Policies**
  - **Small Business / Express Insurance**



# Public Policy (Charter) Restrictions

No Military or Defense-related products or obligors  
(exceptions apply)

U.S. Content (ST: 50+%; MT: 85% U.S.)

Restricted Countries (CLS)

Economic Impact

Shipping

Additionality



# Call Ex-Im, If You...

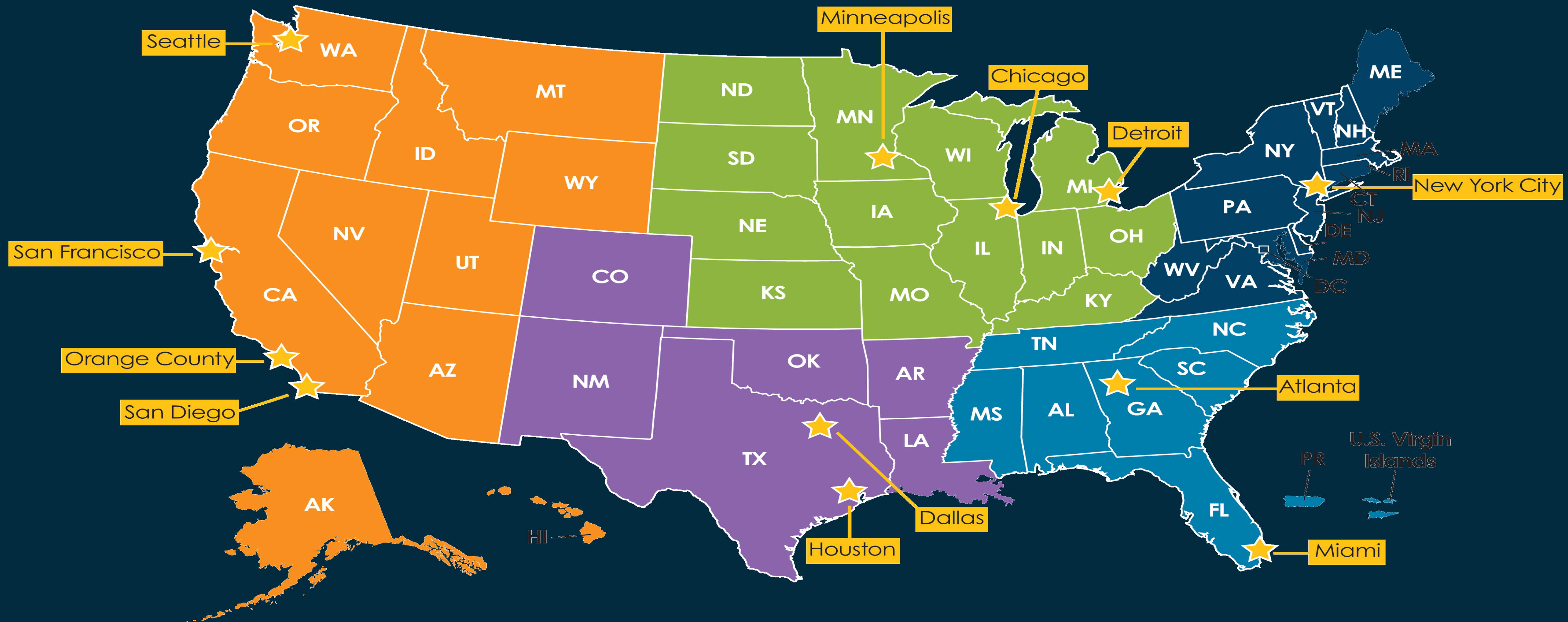
...have a **foreign buyer that wants credit terms...**

...export routinely but **your growth in foreign sales is limited because of risks of non-payment?**

...are **losing export opportunities** because you will only accept a L/C or cash pre-pay?

... are encountering **cash flow problems due to increased foreign sales?**

...have a **buyer that needs several years** to pay for capital equipment?



# Ex-Im Bank Partners

Additional resources and assistance in applying for Ex-Im Bank products are available from:

- Insurance Brokers (see list on [www.exim.gov](http://www.exim.gov))
- City / State Partners (see list on [www.exim.gov](http://www.exim.gov))
- Delegated Lenders (see list on [www.exim.gov](http://www.exim.gov))
- US Export Assistance Centers (USDOC and SBA)





# THANK YOU!

## Questions?

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